## Message Text

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PAGE 01 PRETOR 04795 171457Z ACTION EB-08

INFO OCT-01 AF-10 ISO-00 DODE-00 NSAE-00 ICA-11 TRSE-00 SOE-02 DOE-15 CIAE-00 COME-00 /047 W

R 171411Z AUG 78 FM AMEMBASSY PRETORIA TO SECSTATE WASHDC 2156

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E.O. 11652: N/A TAGS: ESTC, SF

SUBJECT: POST SHIPMENT CHECKS: AFRONIX

REF: (A) STATE 126441, (B) PRETORIA 4320 (C) PRETORIA 4448

1. GREENWOOD OF AFRONIX HAS PAID SEVERAL VISITS TO EMBASSY TO DELIVER DOCUMENTS. FOLLOWING IS STATUS REPORT ON ACTIONS REQUESTED REFTEL A.

RE PARA 23: CONTACTS WITH BONAVION AND TRONAIR WERE DE-

SCRIBED IN PRETORIA REFTELS.

RE PARA 24: GREENWOOD SAYS HE MAILED US COPIES OF PURCHASE ORDERS, BUT WE DID NOT RECEIVE THEM. HE WILL SEND AGAIN.

RE PARA 25:

A. GREENWOOD SUPPLIED COPIES OF PURCHASE ORDERS AND ASSOCIATED EQUIPMENT OF VALUE AROUND R63,000 FOR TERADYNE 347 FROM STANDARD TELEPHONE AND CABLE.

B. HE SUPPLIED ORDER CONFIRMATION FROM SIEMENS FOR TERADYNE J273, VALUED AT R78,950.

C. HE SUPPLIED PURCHASE ORDER FROM FUCHS ELECTRONIC

FOR TERADYNE W311, VALUE R98,324.

D. WE HAVE NAMES OF CONTACTS IN THE THREE FIRMS
AND EXPECT TO BE ABLE TO VISIT THEM IN NEXT WEEK OR TWO.
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PAGE 02 PRETOR 04795 171457Z

RE PARA 26: GREENWOOD SAYS REPORTED "DISAPPEARANCE"
OF ELECTROGLAS SCRIBERS IS INCORRECT. GOODS WERE DELIVERED TO CGS INADVERTANTLY BY CLEARING AGENTS BEFORE
PAYMENT EFFECTED. WHEN CGS FAILED TO PAY, GREENWOOD GOT
ELECTROGLAS TO AGREE TO TAKE THEM BACK. THEY WERE AIRFREIGHTED BACK TO ELECTROGLAS, CGS PAYING A RESTOCKING
FEE OF \$15,000 AND GREENWOOD ASSUMING RE-SHIPMENT CHARGES.

(THIS WAS PREVIOUSLY REPORTED IN 77 PRETORIA 4131.)
GREENWOOD HAS NOW SUPPLIED NUMEROUS PAPERS SUPPORTING THIS VERSION, INCLUDING TELEX OF OCTOBER 26, 1977 FROM JACK KEMP OF ELECTROGLAS INDICATING RETURN OF LASER UNITS BUT NOTING ABSENCE OF ONE BOX CONTAINING VARIOUS PARTS

RE PARA 27: GREENWOOD CLAIMS TO HAVE NO CONNECTION WITH GMS, ALTHOUGH HE USED TO IMPORT VIA FIRM. HE SAID HE DID NOT KNOW WHY GMS MIGHT HAVE CONTACTED MACRODATA UK EXCEPT PERHAPS TO SECURE REPLACEMENT PARTS FOR DAMAGED MACRODATA TEST SYSTEM WHICH CGS BOUGHT DIRECT FROM STEADMAN. PARTS WERE NEEDED BECAUSE TWO POWER SUPPLIES IN SHIPPING CRATE SHOOK LOOSE AND FELL ON PRINTED CIRCUIT BOARDS.

ALL GREENWOOD COULD CONTRIBUTE ABOUT JAGAU IS THAT HE TRACED HIM TO A FIRM CALLED NOETEK IN HAMBURG.

## 2. ACTION REQUESTED:

(1) ADVISE IF WE SHOULD POUCH DOCUMENTS TO OEA/CD
(2) IS THERE ANY FURTHER ACTION WE CAN TAKE TO
EXPEDITE DECISION ON BONAVION AND TRONAIR CASES?
GREENWOOD IS ANXIOUS TO KNOW WHETHER THESE WILL BE
APPROVED AND WHERE HE STANDS IN GENERAL AS DISTRIBUTOR OF US-ORIGIN PRODUCTS.
EDMONDSON

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